

DEPARTMENT OF NATURAL RESOURCES  
AND ENVIRONMENTAL CONTROL  
DIVISION OF PARKS AND RECREATION

IRM CAFÉ  
AT  
INDIAN RIVER MARINA

PROPOSAL QUESTIONS AND ANSWERS

QUESTION: Use of recyclable products.

RESPONSE: Yes, recyclable products should be used in this concession operation.

QUESTION: Who pays for utilities?

RESPONSE: All utilities are paid by the vendor except for water.

QUESTION: Can the percentage of gross receipts be included in a bid proposal?

RESPONSE: Yes, the percentage of gross receipts can be included in the bid proposal and then negotiated at the time of contract execution.

QUESTION: Is the liquor license transferable, does it cover the grassy area and have any violations?

RESPONSE: The Division has learned since the mandatory pre-bid meeting that the license has been cancelled. A new liquor license would have to be acquired for the café, deck and grassy area in front of the café. The Division will assist in any way possible to help expedite the process.

QUESTION: Are the slips at the Indian River Marina at capacity?

RESPONSE: No, the Marina currently has 101 empty recreational slips of 275 slips total. The Marina has 20 charter boats and 2 head boats that operate out of the Marina. The Marina isn't designed for full time living; boaters frequent the marina mainly on weekends and vacationing. The Marina accommodates long-term transients (78 the weekend of July 4, 2012 and 60 to 70 spots for trailers). For dry stack storage, the Marina has 154 inside and 20 outside racks. During the busiest part of the season, the Marina has 100 fuel sales per day and 100-150 boats can be seen in the Inlet each day. The Marina has twelve (12) waterfront cottages that are at capacity from mid-June through September.

QUESTION: Can the new operator sell grocery type items?

RESPONSE: Yes, that is an available option for the new operator of the café at the Marina.

QUESTION: Can tents be used in the grassy area in front of the café for serving customers?

RESPONSE: Yes, tents can be used in the grassy area as long as they are portable and temporary so that the tent can be taken down in case of inclement weather at the Marina.

QUESTION: Use of the grassy area.

RESPONSE: Yes, the Division is open to ideas with regard to use of the grassy area, more tables, structures, utilities to be brought in including electric and water.

QUESTION: Are there designated spots for parking boats for café customers?

RESPONSE: Yes, there are 6 to 8 transient boat slips that can be used for that purpose. If those slips fill, then the Marina Manager can park a boat in an empty slip that is not currently leased to a customer.

QUESTION: Is the restroom in the café for public use?

RESPONSE: No, the restroom in the café is for employee use only. Public restrooms are available at the park office next door.

QUESTION: What type of air conditioning is used in the café?

RESPONSE: Central air is used in the café.

QUESTION: Can furniture currently in the café be rearranged?

RESPONSE: Yes, furniture can be rearranged if the new operator so chooses.

QUESTION: Who is used for local utilities such as gas and cable and is it separately metered?

RESPONSE: Suburban is used for gas and Dish Network for television. Yes, utilities are separately metered at the café.

QUESTION: How long can entertainment run at the café?

RESPONSE: Entertainment can run during happy hour (i.e. 4:00 to 7:00 p.m.) and no later than 10:00 p.m.

QUESTION: Does the Steamer Oven operate and is there another freezer in the café?

RESPONSE: The Steamer Oven is in disrepair and yes, there is a freezer in the back of the café.

QUESTION: Can you provide a sample menu with pricing for the café?

RESPONSE: Yes, please see attached.

QUESTION: What time does the charter and head boats normally leave from the Marina?

RESPONSE: Charter boats normally leave the marina between 4:30 a.m. – 6:30 a.m. and head boats leave the marina between 8:00 a.m. – 10:00 a.m.

QUESTION: Can the new operator of the café host fishing tournaments at the marina?

RESPONSE: Indian River Marina management would like to begin hosting fishing tournaments along with the new operator of the café.